

FEBRUARY 2000

Cemetery Broker and Cemetery Salesperson

Cemetery Broker and Cemetery Salesperson Requirements for Licensure

A cemetery broker is a person who (1) sells or offers for sale, (2) buys or offers to buy, (3) lists, (4) leases or offers to lease, or (5) solicits or negotiates the purchase, sale, lease, or exchange of cemetery property or interment services. A **cemetery salesperson** is employed by a cemetery broker to perform any or all of the above services.

To be *eligible* to apply for licensure as a **cemetery broker**, you must meet the following requirements:

- Have two years' experience working as a cemetery salesperson, or two years of general cemetery experience.
- Pass the Cemetery Broker Examination administered by the Cemetery and Funeral Programs.
- Be a California resident.
- Have committed no acts or crimes constituting grounds for license denial under Section 480 of the Business and Professions Code.

To *apply* for licensure as a **cemetery broker**, you must do the following:

- Submit a completed application form and filing fee of \$400 to the Cemetery and Funeral Bureau, P.O. Box 989003, West Sacramento, CA 95798-9003.
- For an individual broker license, post a surety bond of \$10,000.
- For a corporate broker license, provide a certified copy of the minutes of the corporation meeting(s) at which you were authorized to file the application on behalf of the corporation.
- For an association or copartnership, provide a copy of the articles of association or agreement of partnership that authorize you to act as a cemetery broker.

To become licensed by the California Department of Consumer Affairs as a cemetery broker or a cemetery salesperson, you need to meet these requirements. For an individual broker license, you must post a \$10,000 surety bond.

The license term is one year, the renewal fee is \$300, and the late fee is \$25. The renewal fee for multiple corporate officers or partners is \$100 each.

To be *eligible* to apply for licensure as a **cemetary salesperson**, you must meet the following requirements:

- Be employed by a licensed cemetery broker.
- Have committed no acts or crimes constituting grounds for denial of licensure under Section 480 of the Business and Professions Code.

To *apply* for licensure as a **cemetary salesperson**, you must submit a completed application form with your signature and that of the employing cemetery broker, along with a filing fee of \$30, to the Cemetery and Funeral Bureau, P.O. Box 989003, West Sacramento, CA 95798-9003.

The license term is one year, the renewal fee is \$25, and the late fee is \$12.50.

To request an application form, or for more information about licensure as a cemetery broker or cemetery salesperson, call the Bureau's licensing office at (916) 327-3219.